



An Energy Efficiency Workshop & Exposition
Kansas City, Missouri

Show Me The Money!

Contracting Methods For You!

Beth Shearer - Director

Federal Energy Management Program

Office of Energy Efficiency and Renewable Energy

June 2001



Definition of Super ESPC

- ◆ Covers all facilities in a geographic region
- ◆ Standardizes general terms and conditions
- ◆ Multiple award IDIQs to cadre of ESCOs
- ◆ Allows for revision of IDIQ terms by agency in Delivery Orders
- ◆ Projects executed by agency Delivery Orders placed against the IDIQ



Show Me the Money

DOE Super ESPC

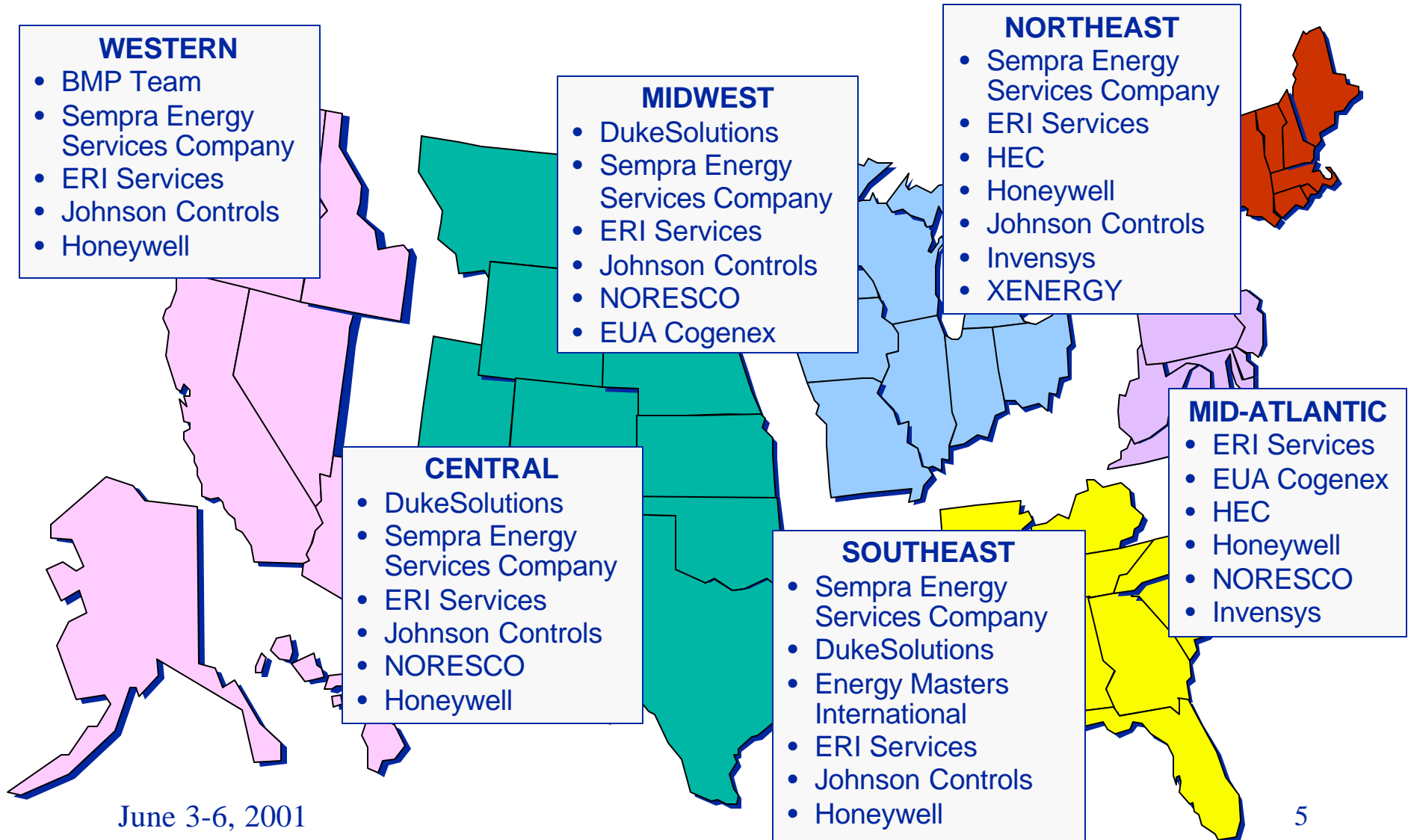


Types of DOE Super ESPCs

- ◆ **No cost to use**
 - ◆ **Regional (by DOE region)**
 - ◆ **Technology Specific (international)**
 - **Photovoltaics**
 - **Geothermal Heat Pumps**
 - **Parabolic Troughs**
 - **BAMF**



DOE Super ESPC ESCOs





Eligibility Requirements

- **You must be:**
 - A Federal agency with government owned facilities.
 - No leased facilities
 - Located within a DOE region.
 - Able to execute an MOU (or MOA) with DOE.



Required Start-Up Document

Memorandum of Understanding

- (Memorandum of Agreement if ordering agency is part of DOE)
- FEMP Web site has a listing of agencies that have signed MOUs.
- Establishes roles and responsibilities of DOE and the ordering agency



Routes to Issue a DO

Competitive: Process is similar to conventional competitive delivery orders.

Single-Source: CICA processes used in placing IDIQs allows for single-source DOs without protest.



Current Status-DOE Super ESPC

No. of orders awarded.....52

Contractor investment.....\$ 131 Million

Total Projected Savings.....\$ 285 Million

Current Return on Investment is \$315 to \$1



Show Me The Money

Army COE Huntsville Super ESPC



Army Super ESPC

- National contract – one central office in Huntsville, Alabama
- Must pay to use
 - Minimum \$10K thru Initial Proposal
 - Cost estimate to get you through DO award
- Army performs all contracting functions for agencies and chooses ESCO



Army Super ESPC

- Eligibility Requirements
 - Federal agency, gov't owned buildings
- Required Documentation
 - Memorandum of Agreement with initial up front payment



Current Status-Army

No. of task orders awarded.....73

Contractor investment.....\$313 Million

Total Projected Savings.....\$583 Million

Current return on investment is \$60 to \$1



Show Me The Money

Air Force ESPC

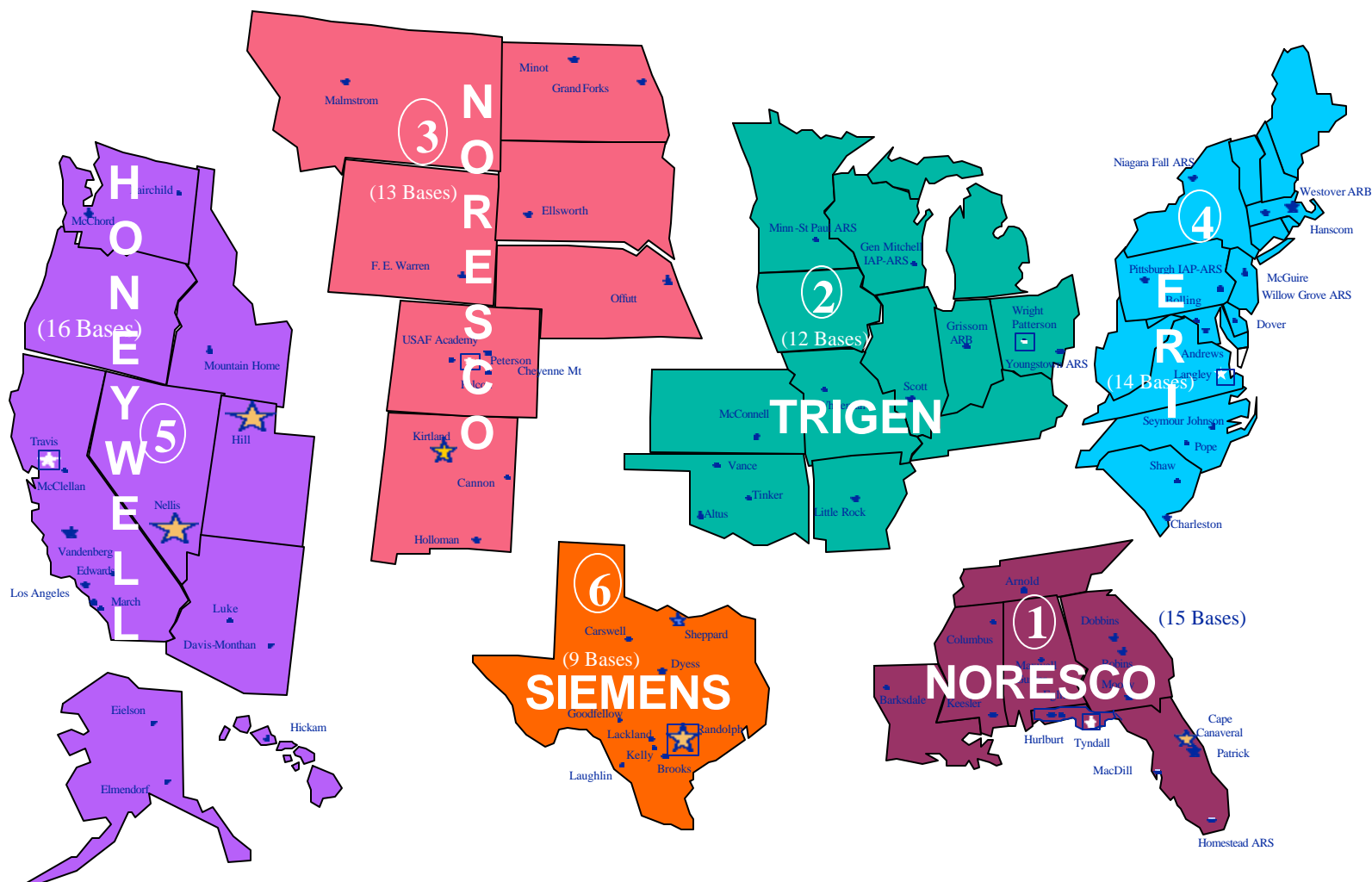


Air Force Regional ESPC

- Six Regional contracts – AFCESA is the gatekeeper for all six regions
- Must participate in ESPC training to request ordering authority
- No cost for base to participate
- Bases perform all contracting functions



Air Force ESPC Regions



June 3-6, 2001

www.energy2001.ee.doe.gov



Air Force Regional ESPC

- Eligibility Requirements
 - Air Force installations/activities in any facility or building for which the installation pays the utility bill
- Required Documentation
 - Ordering Authority obtained from the Regional Contracting Officer through AFCESA



Air Force Regional ESPC

- ESPC team at AFCESA assists customers with training and project oversight
 - Engineering
 - Contracting
 - Financial Management
 - Legal
- Over \$189 Million in ESPC awards to date and another \$284M in pending projects



Current Status-Air Force

No. of task orders awarded.....52

Contractor investment.....\$189 Million

Average Annual Savings.....\$23 Million

Average Annual MBTU Savings.....1,508,166



GSA Supply Schedule - ESPC

- 63 I Alarm and Signal Systems Section 246-42
 - Contract framework for agencies to use
 - ESCOs must be on DOE Qualified List with strong commercial sales
 - CSI, Trane, Wedgeco
 - Several projects in process; no awards to date
 - alan.searsy@gsa.gov 817-978-8370



Show Me The Money

Utility Energy Service Contracts



UESC Vehicles

- Areawide Contract (AWC)
 - Energy Service Agreement (ESA): placed by GSA
 - Master Agreement under an AWC (agency places)
- Basic Ordering Agreement (BOA)
- Agency Master Agreement
- Site Specific Contract

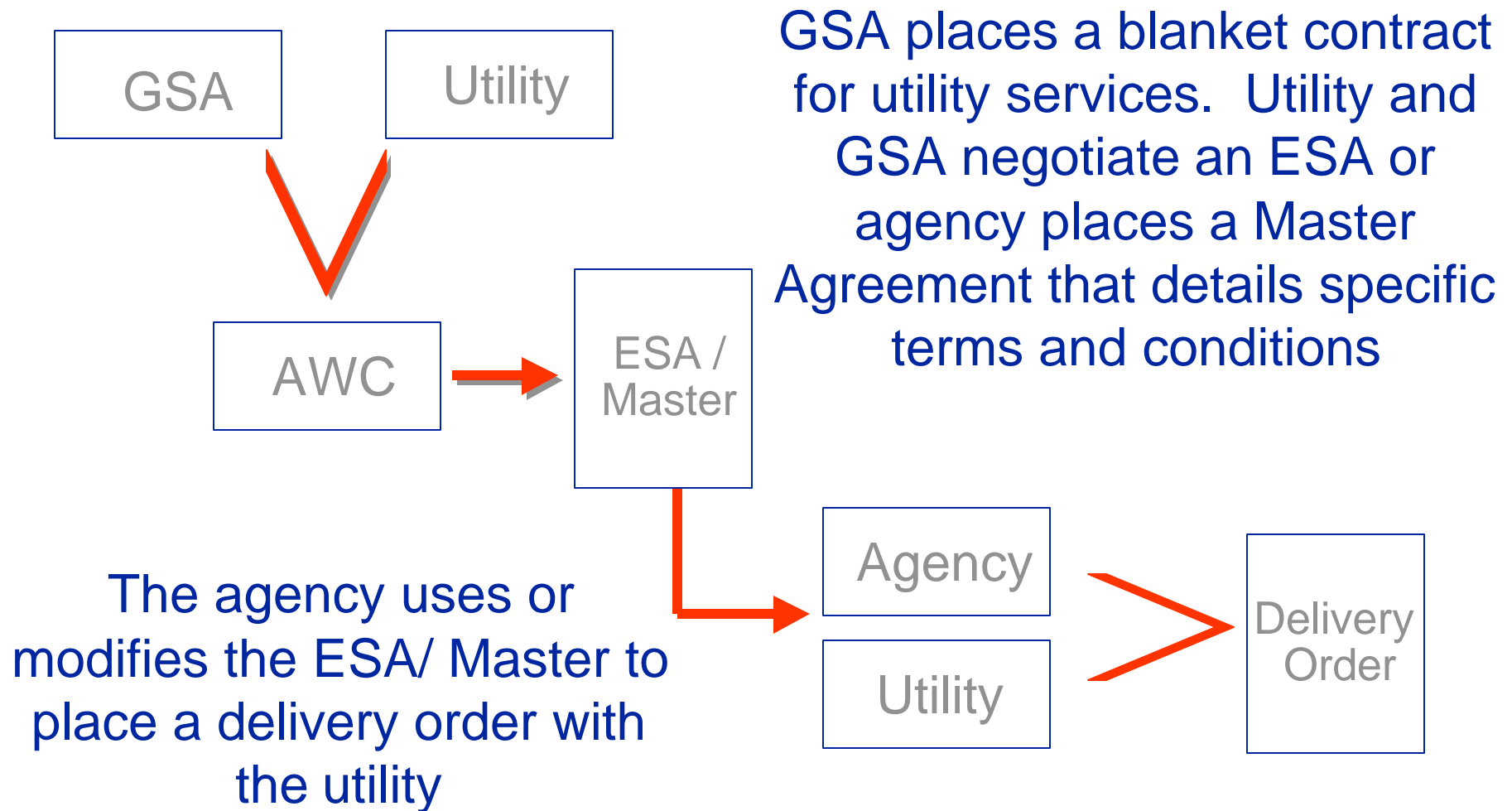


GSA Areawide Contract

- ❖ FAR Part 41 Utility Service Contract
- ❖ GSA puts in place but all agencies may use
- ❖ Utility service territory IDIQ contract
- ❖ ESA or Master Agreement
 - Specific project delivery order/task order issued



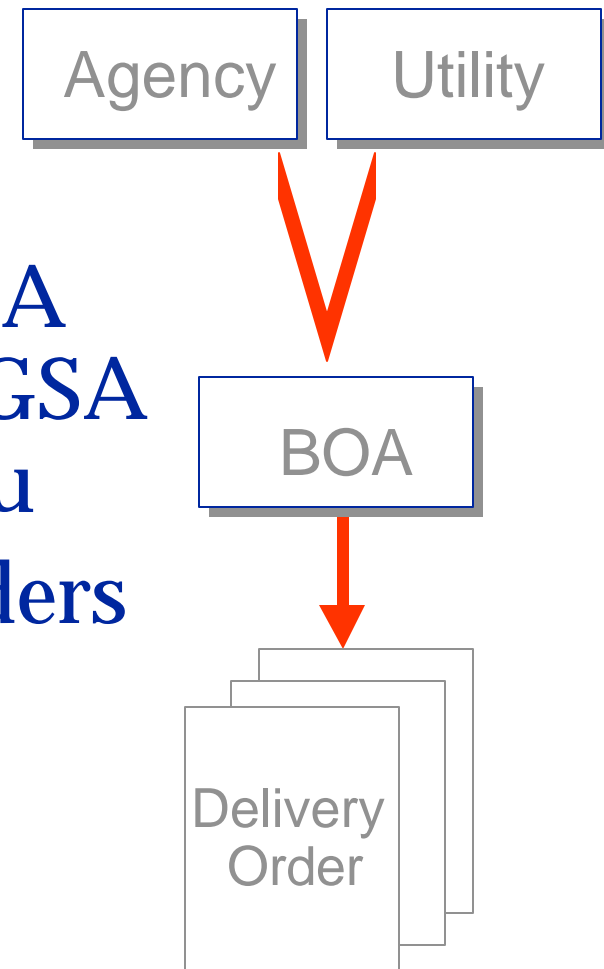
Roles in the AWC Process





Basic Ordering Agreement

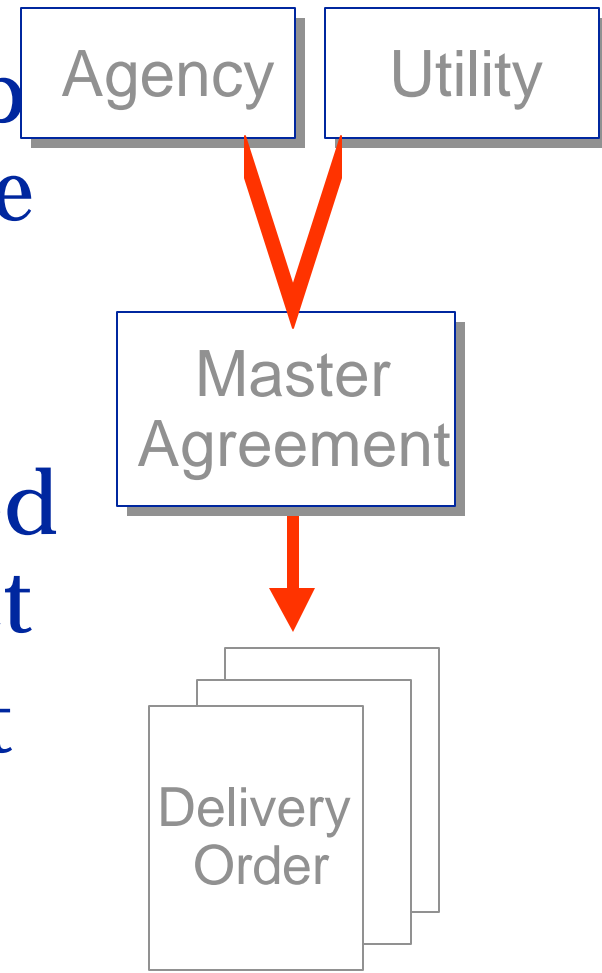
- FAR Part 16 Service Contract
- Any agency can put a BOA in place with a utility or GSA can place the BOA for you
- Delivery orders/Task orders with project specifics are placed underneath it





Agency Master Agreement

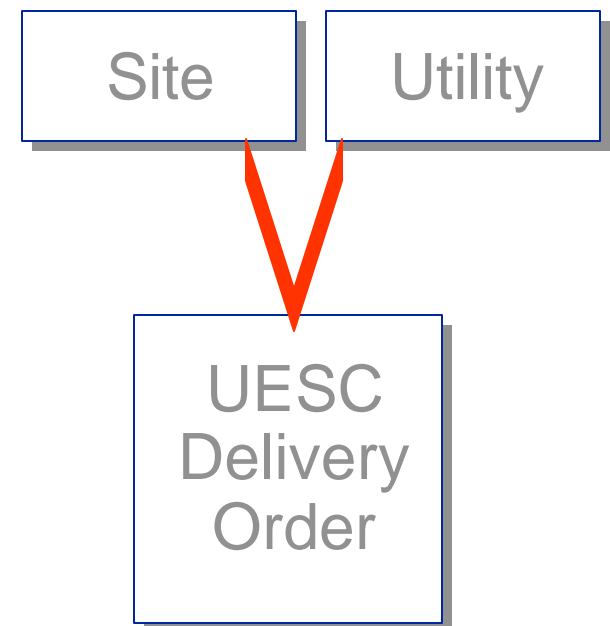
- Any agency can develop terms and conditions are agency specific
- Can be attached to existing contracts or used as a stand-alone contract
- Requires specific project DO/TO





Site Specific Contract

- Any site can place
- Includes all terms and conditions (incorporates site specifics)
- No additional DO/TO is required
- Always an available option





Current Status - GSA

No. of contracts awarded.....453

Contractor Capital Investment.....\$787 Million

Utility investment.....\$514 Million

Total Annual Savings.....\$130 Million